

HOT NEWS ABOUT

Rogers Racers!



LET'S CELEBRATE OUR DECEMBER QUEENS!

QUEEN OF SALES



Kristi Wright



TOP 5 - WHOLESALE!

- | | |
|-------------------|-----------|
| 1. KRISTI WRIGHT | \$1122.40 |
| 2. JESSICA BUTLER | \$939.50 |
| 3. SHELLY MARCUK | \$741.00 |
| 4. AMY SIODLARZ | \$741.00 |
| 5. MARTINE OLLE | \$501.00 |

CONGRATULATIONS TO ALL WHO REINVESTED IN THEIR BUSINESSES BY PLACING ORDERS IN DECEMBER!

REBECCA ROGERS
KRISTI WRIGHT
JESSICA BUTLER
SHELLY MARCUK
AMY SIODLARZ
MARTINE OLLE
LYNDA RUCHTI
NONA HAVEY

AMY AMOROSO
BRENDA SHEFCHIK
ALAYNA RICHLIN
APRIL KIGEYA
SOPHIA HEUER
ADRIA MOLBERG
TERRI COBURN
SARAH KRAYER

TERESA SEVERSON
HANNAH FOGLER
NATALIE MERKEL
ERIN SPAETH
AUTUMN MISKO
ANNE KAHL

Court of Sales

Y-T-D RETAIL
AS OF 1/9/2024
*BASED ON WHOLESALE ORDERS



- | | |
|--------------------|-------------|
| 1. AMY SIODLARZ | \$18,901.00 |
| 2. KRISTI WRIGHT | \$17,516.00 |
| 3. SHELLY MARCUK | \$16,763.00 |
| 4. JESSICA BUTLER | \$6,189.00 |
| 5. MARTINE OLLE | \$5,553.00 |
| 6. ALAYNA RICHLIN | \$4,519.00 |
| 7. AUTUMN MISKO | \$4,417.00 |
| 8. BRENDA SHEFCHIK | \$4,271.00 |
| 9. NATALIE MERKEL | \$3,232.00 |
| 10. ANNE KAHL | \$3,211.00 |

Court of Sharing

YEAR TO DATE
NEW TEAM MEMBERS
AS OF 1/8/2025



- | | | |
|------------------|-------|--------|
| 1. SHELLY MARCUK | 7 NEW | 2 QUAL |
| 2. AMY SIODLARZ | 4 NEW | 2 QUAL |
| 3. KRISTI WRIGHT | 2 NEW | 1 QUAL |

Power Your Sales

DECEMBER ACHIEVERS



BECKY ROGERS



SHELLY MARCUK



KRISTI WRIGHT



AMY SIODLARZ



JESSICA BUTLER



Congratulations 2ND QUARTER STAR CONSULTANTS!



Earn your exclusive invite to our
Spa Day for the Stars!

SECOND CHANCE!

Finish as a Sapphire Star Consultant or higher in Quarter 2, 3, and 4 to earn your invite to our Rogers Racers Day at the Spa! The more Star Points you earn, the more \$ for treatments you earn!

- \$5400-7199 Star Points: earn your invite!
- \$7200-9599 Star Points: \$50 towards treatment!
- \$9600-11,999 Star Points: \$75 towards treatment!
- \$12,000-14,399 Star Points: \$100 towards treatment!
- \$14,400 Star Points or more: \$150 towards treatment!

you can do it Rogers Racers! Love & Bee-lief. Becky

Don't miss this!

#MKJustAddOne CHALLENGE

BEGINS
JAN 1

Rev UP and double down on your skin care sales by combining forces with another skin care challenge! It's a new year, an excellent opportunity to encourage new and current customers to level UP their skin care routines with **just one additional** product. Suggest options such as a skin care supplement, facial sunscreen, or hydrating product to boost their confidence, meet their skin care goals and love the skin they're in! This consumer-facing challenge encourages your customers to share their Mary Kay skin care experiences with two friends on social media or through word of mouth, during a three-week time frame to celebrate the new year.

THE CHALLENGE

With the overall mission of reaching the next generation of beauty lovers, this challenge encourages you and your unit members to meet new and next-generation customers where they are...on social media!

- Your customers **ADD 1** product to their skin care routine for **3 weeks** and share their Mary Kay experiences with **2 friends** on social media
- Participants should use the hashtag **#MKJustAddOne** and tag **@marykayus** on Instagram & TikTok, or **@marykay** on Facebook
- This can be a fun and easy way for them to share their love of Mary Kay products, spread the word about the MK brand, showcase their results and **even shine the spotlight on YOU** as their Independent Beauty Consultant, which could help you reach **more faces!**

Checkout the Social Media Playbook on MKinTouch which includes links to digital assets and captions you can use on social media to join the fun!



She's Off to a Great Start!

THESE NEW CONSULTANTS ARE EARNING
FREE PRODUCT BONUS BUNDLES!



Brenda Shefchik

1 BUNDLE EARNED

ONLY \$26.50 AWAY FROM THE
NEXT FREE BUNDLE!



MARY KAY
**GREAT
Start**

DOWNLOAD THE GREAT START APP TO
YOUR PHONE OR TABLET TO FIND
AMAZING RESOURCES AS YOU GET YOUR
BUSINESS OFF TO A GREAT START!



LOOK WHO'S STILL ELIGIBLE TO EARN
FREE PRODUCT BONUS BUNDLES:

ANTOINETTE JOHNSON
DEBORAH LINSMEYER
SHELLY MILLAR
MIKAYLA PAVLEKOVICH

SARA OSELL
LAURA SCHMITZ
CHRISTINE BERTOLAS

Rogers Racers ON THE MOVE!

TEAM LEADER



Shelly Marcuk

TEAM LEADER



Amy Siodlarz



DIQ

- PRE-QUALIFICATIONS**
- Good standing with the company
 - Must be active
 - 8+ active personal team members



LIMITED-TIME LEADERSHIP OPPORTUNITY!

- REQUIREMENTS**
- Must be active
 - Must finish with 24 active team members
 - Must qualify in one, two, three or four months
 - \$13,500 cumulative team wholesale in one, two or three months or \$18,000 cumulative DIQ team wholesale in four months
 - \$4,000 minimum team wholesale each month
 - DIQs may contribute up to \$3,000 in personal wholesale

*Check InTouch for a complete detailed list of requirements and FAQs.
www.glambossgraphics.com

SENIOR CONSULTANT



Jaclyn Gaffney

SENIOR CONSULTANT



Jessica Butler

Career Path:

- SENIOR CONSULTANT: 1-2 ACTIVE TEAM MEMBERS
- STAR TEAM BUILDER: 3-4 ACTIVE TEAM MEMBERS
- TEAM LEADER: 5-7 ACTIVE TEAM MEMBERS
- ELITE TEAM LEADER: 8+ ACTIVE TEAM MEMBERS
- DIQ: BEGIN QUALIFICATION WITH 8+ TEAM MEMBERS!

December Top Teams & Love Checks:

| CONSULTANT NAME: | % | TEAM COMMISSION: |
|------------------|----|------------------|
| SHELLY MARCUK | 9% | \$168.25 |
| AMY SIODLARZ | 9% | \$78.57 |



Welcome to Mary Kay!

LOOK WHO'S NEW:



Mikayla Pavlekovich
BECKY ROGERS TEAM



Christine Bertolas
BECKY ROGERS TEAM

BE A PART OF OUR ROGERS RACERS



Club RED!

Requirements TO ENTER THE CLUB:

- Earn your Red Jacket by adding 3 Active Team Members
- For Current Red Jackets: Have 3+ Active Team Members

Club Benefits:

- Exclusive trainings from guest directors & speakers
- Party and event planning
- Leadership training
- Recognition
- Special perks and prizes
- Q&A director time

Check out this JANUARY HOT NEWS!

POWER YOUR SALES[!] MONTHLY SELLING CHALLENGE



Earn your MK Branded Vanity Mirror with your \$1000+ wholesale order this month!

*available while supplies last!

JANUARY ACHIEVER

POWER YOUR SALES[!] MONTHLY SELLING CHALLENGE



Earn your MK Branded Gardening Tools with your \$700+ wholesale order this month!

JANUARY ACHIEVER

CAREER CONFERENCE 2025

PEARLS OF SHARING challenge



DECEMBER 1ST-FEBRUARY 28TH

All independent sales force members who add one or more Great Start Qualified Team members and attend Career Conference will receive a pearls of sharing necklace. Plus, you will be entered into a drawing at your Career Conference location to earn a classic Tory Burch chain wallet and a shell pearl jewelry set to receive on stage! Each Great Start Qualified Team Member will count as an addition entry into the drawing.

Enroll your customers in the SPRING Preferred Customer Program!

- Deadline: January 17th!
- 90 cents per customer!
- Mails out February 7th!

DON'T DELAY, ENROLL TODAY!

- <Login to MKintouch
- <Click Business Tools
- <Click Preferred Customer Program
- <Click Enroll Customers



START SOMETHING Beautiful!



\$35

eSTART

The first step in starting a Mary Kay business is with Mary Kay eStart!

Includes:

- Welcome Brochure
- Great Start Brochure
- The Look catalog
- TimeWise Miracle Set Sample Set in Normal/Dry AND Combination/Oily
- TimeWise Eye Cream Samples

PLUS a beautifully branded website for one year and apps, education, digital tools, and digital marketing resources to help you manage your business!



Add On \$90
Over \$400 SRP value!

Pro Start

Start your business like a pro with Mary Kay's ProStart! Add on when you submit your agreement or anytime within your first 15 days!

Includes:

- Retail-sized products to sample
- Product samples
- Essential party supplies
- Mary Kay Pro Start Tote
- Flip Chart Binder With Pages
- Sales Tickets
- Beauty Profile Cards
- The Look catalogs

OPTIONAL ADD-ON

EXCITING NEWS!
BEGINNING JANUARY 1,
TWO TIMEWISE REPAIR
VOLU-FIRM SAMPLES WILL
BE INCLUDED IN THE MARY
KAY PRO START!



MARY KAY Skin Care Selling Challenge



Welcome to an exciting new year! Ryan Rogers is challenging the North American Mary Kay independent sales force to sell

100,000

MK Skin Care Line Regimens

in January and February! With this challenge, you can do just that by adding new customers who could become valuable new team members too!

Challenge & Rewards

A \$200 Gift Card will be awarded to the Sales Directors whose Units meet the following:

Top 3 Units in each Seminar affiliation with the HIGHEST AMOUNT of MK Skin Care Line regimen sales
(12 total Unit winners)

Top Unit in each Seminar affiliation with the HIGHEST UNIT AVERAGE of MK Skin Care Line regimen sales
(4 total Unit winners)

Unit/Area Goals & Contests!

January

Cross off a box when you've completed it! Post your progress in our Facebook group & complete the prize link by February 5th to claim your prizes!

| | | | | |
|--|---|--|---|---|
| Print this page out and put it somewhere you'll see it daily. | SELL 3-5 ITEMS JAN 8TH-14TH | Have two guests join our unit HYDRASESSION | Have a \$100 DAY and post in the Rogers Unit Facebook Group | SELL 3 SERUMS THIS MONTH |
| Be a Pre-Power Up Girl Have \$350+ wholesale placed by the 15th | Hold a skincare party with 3 or more guests! | SELL 6+ ITEMS IN 1 DAY | Have 3 women on MORE THAN A PINK CADILLAC and complete a follow-up link. | Do a 3-way interview with your director |
| EARN YOUR POWER-UP GIFT WITH A \$700+ WHOLESALE ORDER. | Attend all Monday Unit Meetings in January, 12:30pm on Zoom | Go live in your VIP group | ORDER \$225 WHOLESALE | Contact at least 10 customers about reorders |
| Listen to the Madson Area hotline five times & text Becky your takeaways! HOTLINE: 209-647-1308 | Add a new team member! | Sell 50+ items all month | E-mail Becky your goals for 2025 | Book 5 faces for February |

1-4 Squares **RECOGNITION**

5-13 Squares **Coffee Life Card**

14-19 Squares **Undated Weekly Goals Planner**

20-25 Squares **SURPRISE! NEW MK Product**

Register for January Jumpstart by paying the \$25 registration fee to Becky's Venmo: @becky-rogers-5

JANUARY 2025

ONE CUSTOMER WINS \$350 CASH!

CHECK OUT HOW YOU CAN EARN ENTRIES INTO THE DRAWING!

| | | |
|--|---|--|
| 1 earn one entry Earn one entry for having a facial. | 1 earn one entry Earn one entry for every five names and phone number referrals shared with Beauty Consultant. | 1 earn one entry Earn one entry for every \$50 retail purchased after attending a party or facial. |
| 5 earn five entries Earn five entries for hosting a virtual or in person Mary Kay party. | 5 earn five entries Earn five entries for hearing about the Mary Kay opportunity and doing a follow up with the Director. | 10 earn ten entries Earn ten entries for becoming an Independent Beauty Consultant. |

THIS MONTH'S WINNER WILL BE ONE CUSTOMER!
Please confirm with your Sales Director that your Unit is participating. All entries must be submitted by February 5th.
<https://bit.ly/mandpgiveaway>
Virtual & in-person facials count for this drawing!
Madson Area & Pankow Area Sales Directors & Consultants

YOU'RE INVITED TO PURSE BINGO WITH SNSD LISA MADSON!

MONDAY, JAN 27TH
6:30-8:30 PM

\$10 PAID TO YOUR DIRECTOR BY JAN 22ND
\$15 AT THE DOOR

STUDIO MK
725 HEARTLAND TRAIL #202 MADISON, WI

JANUARY 2025 MADSON AREA BEAUTY CONSULTANTS

OPTION ONE
EARN A GOLD MEDAL
Five new personal teammates in the month.

MOVE TO A NEW FIRST-TIME POSITION!
Red Jacket, Team Leader, or Elite Team Leader

OPTION TWO

COMPLETE A PERFECT 10 OR HIGHER IN JANUARY!
10 parties or 50 faces - 10 interviews - \$1,000 wholesale

OPTION THREE

BE A DIQ ON FEBRUARY 1ST
All DIQs qualify!

OPTION FOUR

A Legacy chat with SNSD Lisa Madson
EARN YOUR COACHING ZOOM

Earn your exclusive invite to our Spa Day for the Stars!

SECOND CHANCE!

Finish as a Sapphire Star Consultant or higher in Quarter 2, 3, and 4 to earn your invite to our Rogers Racers Day at the Spa! The more Star Points you earn, the more \$ for treatments you earn!

- \$5400-7199 Star Points:**
earn your invite!
- \$7200-9599 Star Points:**
\$50 towards treatment!
- \$9600-11,999 Star Points:**
\$75 towards treatment!
- \$12,000-14,399 Star Points:**
\$100 towards treatment!
- \$14,400 Star Points or more:**
\$150 towards treatment!

you can do it Rogers Racers! Love & Bee-lief, Becky



Becky Rogers

INDEPENDENT SALES DIRECTOR

6114 CREAMERY CT
MCFARLAND, WI 53558-9010

to the incredible...

ROGERS RACERS
SELF DISCIPLINE · CONFIDENCE · SUCCESS

YEAR AT A GLANCE

The Rogers Racers Unit

JAN

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | 31 | |

FEB

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | | | | 1 |
| 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| 16 | 17 | 18 | 19 | 20 | 21 | 22 |
| 23 | 24 | 25 | 26 | 27 | 28 | |

MAR

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | | | | 1 |
| 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| 16 | 17 | 18 | 19 | 20 | 21 | 22 |
| 23 | 24 | 25 | 26 | 27 | 28 | 29 |
| 30 | 31 | | | | | |

APR

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | | |

MAY

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | 1 | 2 | 3 | |
| 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 11 | 12 | 13 | 14 | 15 | 16 | 17 |
| 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| 25 | 26 | 27 | 28 | 29 | 30 | 31 |

JUN

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | | |

JUL

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | 31 | |

AUG

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | | | | 1 |
| 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| 16 | 17 | 18 | 19 | 20 | 21 | 22 |
| 23 | 24 | 25 | 26 | 27 | 28 | 29 |
| 30 | 31 | | | | | |

SEP

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | 31 | |

OCT

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | 31 | |

NOV

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | | | | 1 |
| 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| 16 | 17 | 18 | 19 | 20 | 21 | 22 |
| 23 | 24 | 25 | 26 | 27 | 28 | 29 |
| 30 | | | | | | |

DEC

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | 31 | |

Ordering Dates
 Spring: Feb 10 (Stars/PCP), Feb 15 (all)
 Summer: May 10 (Stars/PCP), May 15 (all)
 Fall/Holiday: Sept 10 (Stars/PCP), Sept 15 (all)
 Winter: Nov 10 (Stars/PCP), Nov 15 (all)

Star Quarters
 Q3: Dec 16 - Mar 15
 Q4: Mar 16 - Jun 15
 Q1: Jun 16 - Sept 15
 Q2: Sept 16 - Dec 15

PCP Reminders
 Spring PCP Enrollment: Dec 16 - Jan 17
 Summer PCP Enrollment: Mar 16 - Apr 17
 Fall/Holiday PCP Enrollment: July 16 - Aug 17
 Winter PCP Enrollment: Sept 16 - Oct 17

Important Dates
 January 6-9: Leadership Conference
 March 14-15: Career Conference Option 1
 March 21-22: Career Conference Option 2
 March 28-29: Career Conference Option 3
 May 12: Mary Kay Ash's Birthday
 Sept 13: MK Inc 62nd Anniversary

Recurring:
 Join us Mondays at 12:30pm CST for our Unit Motivation meeting. Stay up-to-date by following along on our Unit FB group!